FUJITSU

Jump start to hybrid data architecture

Sales power pack for partners

Start

Microsoft

Modernize with Windows Server 2022 –
The cloud-ready operating system that boosts
on-premises investments with hybrid capabilities.

Fujitsu Integrated System PRIMEFLEX

Help your customers become a data-driven enterprise

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Few organizations have the time or expertise to build their own hybrid data architecture in a distributed IT landscape. If your customers need help, show them the power of **PRIMEFLEX Integrated Systems** by Fujitsu: pre-configured and pre-tested systems that are hybrid-enabled for the cloud and include a complete set of hardware, software and services.

This power pack of marketing assets helps you to guide customers through their investment decisions.

So let's get started!
Jump-start the move to hybrid data architectures for your customers!

▶ **Watch the video**

How to use the assets in this pack

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Sales enablement

Use our sales guide and winners cards, to quickly get up to speed with our solutions.

Lead generation

Use our co-branded newsletters to warm up customers before you contact them.

Awareness comms

To build awareness among your customers with our social media posts and web banners.

Conversation starters

Get your sales conversations off to the right start with our call scripts. Then follow up with relevant assets.
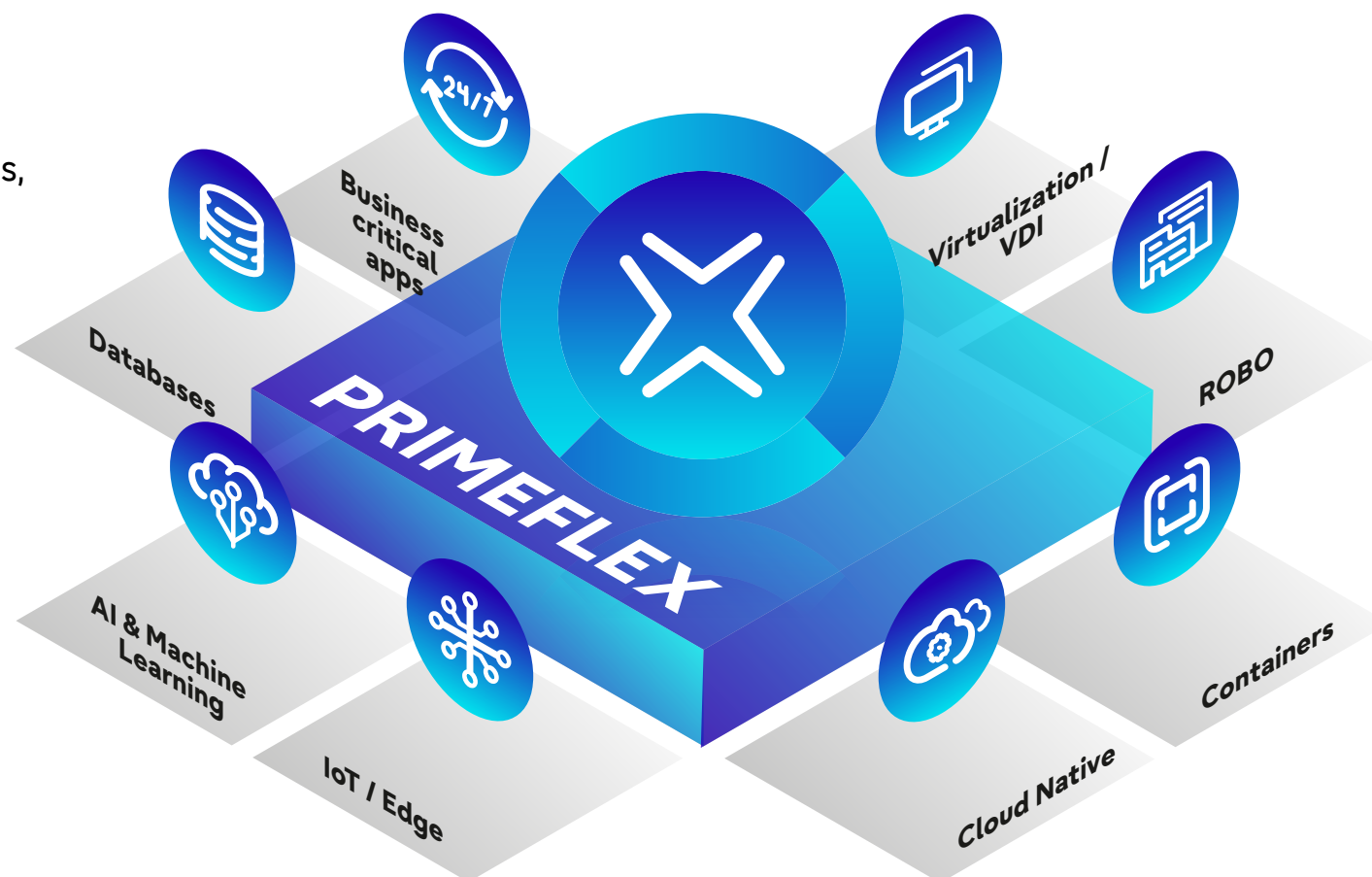
PRIMEFLEX –
modern Infrastructure
for modern workloads

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PRIMEFLEX systems are designed to support practically
any workload – databases (SQL, Oracle, and SAP HANA),
business-critical, cloud-native, AI or machine-learning
applications.

And to run in almost every environment, from general
purpose virtualization to virtual desktop infrastructures,
containers or remote and branch offices.

PRIMEFLEX
Portfolio overview assets

Use these assets to present an overview of the PRIMEFLEX landscape and business benefits.

Sales enablement

→ Winners card

Lead generation

→ Customer newsletter

Awareness comms

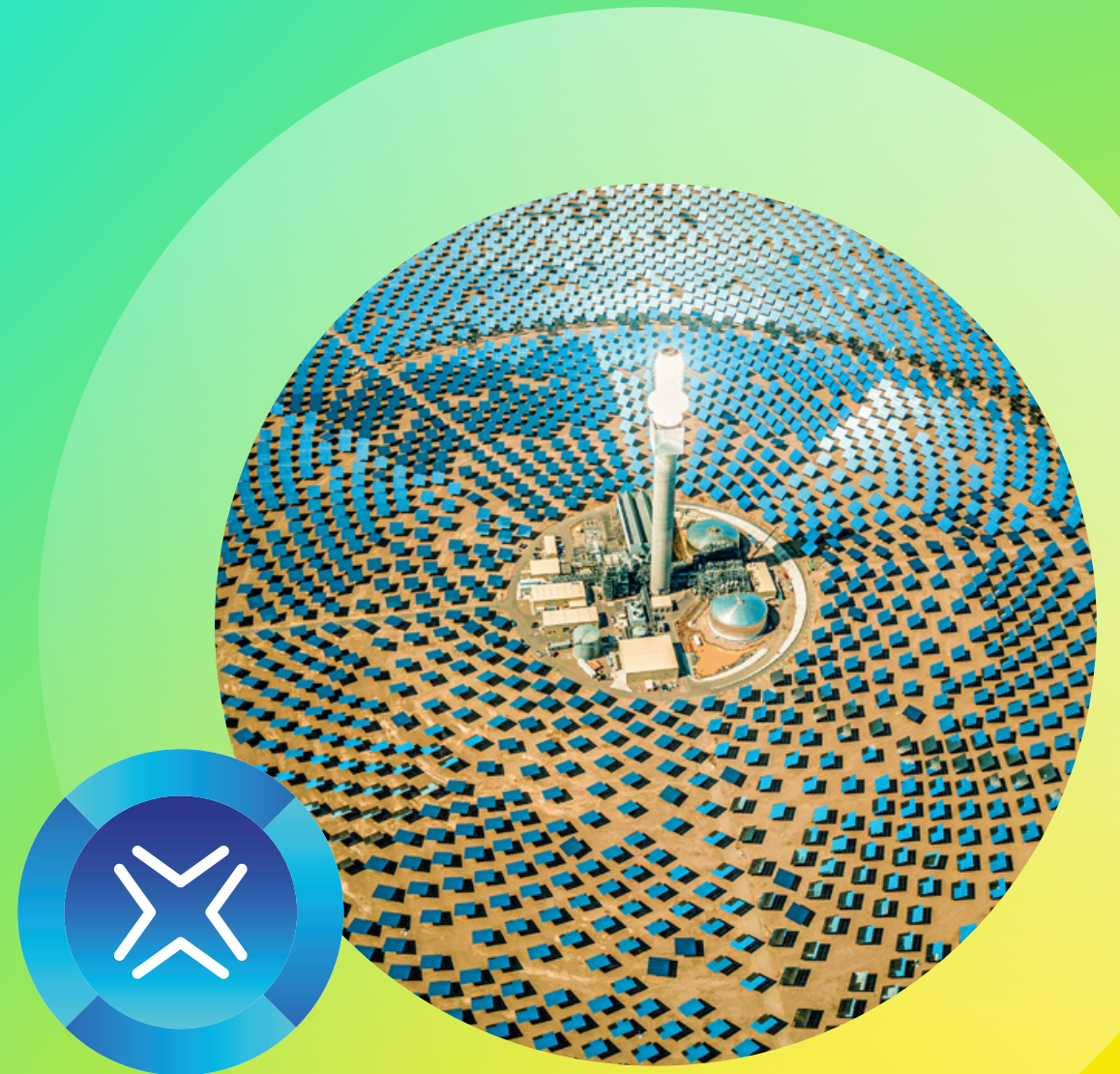→ Social media pack

→ Web banners

Conversation starters

→ eBook

→ White paper

→ Infographic

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PRIMEFLEX delivery options

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Only Fujitsu provides standardized implementation and infrastructure support services for such a huge range of converged and hyper-converged infrastructure solutions across VMware, Microsoft, Nutanix and SAP environments.

PRIMEFLEX
On-site implementation and infrastructure support with a single point of contact for support.

PRIMEFLEX Essentials
For customers with enough resources to deploy and maintain infrastructure themselves. It includes the same core elements, certified hardware and software stack, and single component support.

Technical Solution Support is not available for PRIMEFLEX Essentials, but customers can still opt for an implementation service.

PRIMEFLEX	PRIMEFLEX Essentials	
		Services
		Technical Solution Support with SPOC
	OPT	Implementation Service (optional for Essentials)
		Software Support
		Hardware Support
		Software
		Management (physical & virtual infrastructure)
		Virtualization (SDC, SDS, SDN)
		Hardware
		Certified HCL-compliant Compute & Storage
		Networking (optional)

PRIMEFLEX solutions overview: These PRIMEFLEX solutions are available:

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PRIMEFLEX for VMware vSphere
Integrated System for VMware converged infrastructures

PRIMEFLEX for VMware vSAN
Integrated System for VMware hyper-converged infrastructures

PRIMEFLEX for Microsoft Storage Spaces Direct
Integrated System for Windows Server hyper-converged infrastructures

PRIMEFLEX for Microsoft Azure Stack HCI
Integrated System for Microsoft hybrid cloud infrastructures*

PRIMEFLEX for Nutanix Enterprise Cloud
Integrated System for Nutanix hyper-converged infrastructures

*Only available as PRIMEFLEX Essentials.

PRIMEFLEX for VMware vSphere Assets

PRIMEFLEX for VMware vSphere: The easiest way to deploy converged infrastructure based on VMware VSphere.

Sales enablement
→ Winners card

Lead generation
→ Customer newsletter
→ Customer newsletter (Built4You)
→ Customer flyer (Built4You)

Awareness comms
→ Social media pack
→ Web banners

Conversation starters
→ Brochure
→ Video
→ Infographic
→ Call script

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PRIMEFLEX for VMware vSAN Assets

Use these assets to present the benefits of VMware-based hyper-converged infrastructure with Fujitsu PRIMEFLEX.

Sales enablement
→ Winners card

Lead generation
→ Customer newsletter
→ Customer newsletter (Built4You)
→ Customer flyer (Built4You)

Awareness comms
→ Social media pack
→ Web banners

Conversation starters
→ Brochure
→ Video
→ Infographic
→ Call script

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PRIMEFLEX for Microsoft Storage Spaces Direct Assets

Show your customers how PRIMEFLEX can get them on the fast track to hyper-converged infrastructure based on Windows Server 2022 software-defined server and storage technology.

Sales enablement
➡ Winners card

Lead generation
➡ Customer newsletter

Awareness comms
➡ Social media pack
➡ Web banners

Conversation starters
➡ Brochure
➡ Video
➡ Infographic
➡ Call script

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PRIMEFLEX for Microsoft Azure Stack HCI
Assets

PRIMEFLEX for Microsoft Azure Stack HCI is a fast, easy way for your customers to extend their data center to the cloud. Use these assets to build your business case.

Sales enablement
→ Winners card

Lead generation
→ Customer newsletter

Awareness comms
→ Social media clips
→ Web banners

Conversation starters
→ Brochure
→ Video
→ Infographic
→ Call script

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PRIMEFLEX for Nutanix Enterprise Cloud Assets

Use these assets to present PRIMEFLEX for Nutanix Enterprise Cloud, a multi-cloud, multi-hypervisor platform.

Sales enablement

→ Winners card

Lead generation

→ Customer newsletter

→ Customer flyer (B4Y)

Awareness comms

→ Social media pack

→ Web banners

Conversation starters

→ Brochure

→ Video

→ Infographic

→ Call script

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Help us to help you

Microsoft

Did you find what you needed?
If not, let us know and we'll try to include it in the next update.

What did your customers respond well to?
This helps us create campaign materials that hit the mark.

Which assets drew the best response from your customers?
This helps us strike the right balance between types of material.

→ **Send feedback**

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